



# Establishing the New Standard of Care for Solid Organ Transplantation

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Waleed Hassanein, MD  
President & CEO

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# Cautionary Note Regarding Forward-Looking Statements

This presentation contains forward-looking statements, which reflect our current views with respect to, among other things, our operations, our financial performance, our growth initiatives and opportunities, our business plans, our target of achieving 10,000 NOP transplant cases per year in the US and expanding beyond, the potential timing, impact, and outcome of current and next generation products, services, and technologies, and the potential timing, impact, and outcome of clinical programs. Investors are cautioned not to place undue reliance on these forward-looking statements. For this purpose, all statements other than statements of historical facts contained in this presentation are forward-looking statements. The words "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," "should," "could," "target," "predict," "seek" and similar expressions are intended to identify forward-looking statements. 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Some of the key factors that could cause actual results to differ include: our ability to maintain profitability on a sustained basis; our ability to attract, train and retain key personnel; our existing and any future indebtedness, including our ability to comply with affirmative and negative covenants under our credit agreement to which we will remain subject until maturity; the fluctuation of our financial results from quarter to quarter; our need to raise additional funding and our ability to obtain it on favorable terms, or at all; our ability to use net operating losses and research and development credit carryforwards; our dependence on the success of the Organ Care System ("OCS"); our ability to expand access to OCS through our National OCS Program ("NOP"); our ability to scale our manufacturing and sterilization capabilities to meet increasing demand for our products; the rate and degree of market acceptance of the OCS; our ability to educate patients, surgeons, transplant centers and private and public payors of benefits offered by the OCS; our ability to improve the OCS platform and develop the next generation of the OCS products; our dependence on a limited number of customers for a significant portion of our revenue; our ability to maintain regulatory approvals or clearances for our OCS products in the United States, the European Union, and other select jurisdictions worldwide; our ability to adequately respond to the Food and Drug Administration ("FDA"), or other competent authorities, follow-up inquiries in a timely manner; the performance of our third-party suppliers and manufacturers; our use of third parties to transport donor organs and medical personnel for our NOP and our ability to maintain and grow our logistics capabilities to support our NOP and to reduce dependence on third party transportation, including by means of attracting, training and retaining pilots, and the acquisition, maintenance or replacement of fixed-wing aircraft for our aviation transportation services or other acquisitions, joint ventures or strategic investments; our ability to maintain Federal Aviation Administration ("FAA") or other regulatory licenses or approvals for our aircraft transportation services; price increases of the components of our products and maintenance, parts and fuel for our aircraft; the timing or results of post-approval studies and any clinical trials for the OCS; our manufacturing, sales, marketing and clinical support capabilities and strategy; attacks against our information technology infrastructure; the economic, political and other risks associated with our foreign operations; our ability to protect, defend, maintain and enforce our intellectual property rights relating to the OCS and avoid allegations that our products infringe, misappropriate or otherwise violate the intellectual property rights of third parties; the pricing of the OCS, as well as the reimbursement coverage for the OCS in the United States and internationally; regulatory developments in the United States, European Union and other jurisdictions; the extent and success of competing products or procedures that are or may become available; our ability to service our 1.50% convertible senior notes, due 2028; the impact of any product recalls or improper use of our products; our estimates regarding revenues, expenses and needs for additional financing; and other factors that may be described in our filings with the Securities and Exchange Commission (the "SEC"). Additional information will be made available in our annual and quarterly reports and other filings that we make with the SEC. These forward-looking statements in this presentation speak only as of the date of this presentation. Factors or events that could cause our actual results to differ may emerge from time to time, and we are not able to predict all of them. We undertake no obligation to update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by applicable law.

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# Organ Transplant Therapy - Benefits & Challenges

## Benefits of Organ Tx.

- Gold standard for treating end-stage organ failure
- Provides patients with best quality of life and longest life expectancy
- Most cost-effective treatment of the very expensive chronic disease condition of organ failure

## Challenges

- Low deceased donor organ utilization for transplantation
- Need to improve post-transplant clinical outcomes

# The Missing Critical Link - Organ Preservation

## Pre-Tx Innovations

- Medical management
- Circulatory support
- Renal dialysis
- Liver dialysis



Organ Preservation

## Post-Tx Innovations

- Surgical techniques
- Anesthesia mgmt.
- Post-op critical care
- Immunosuppressives

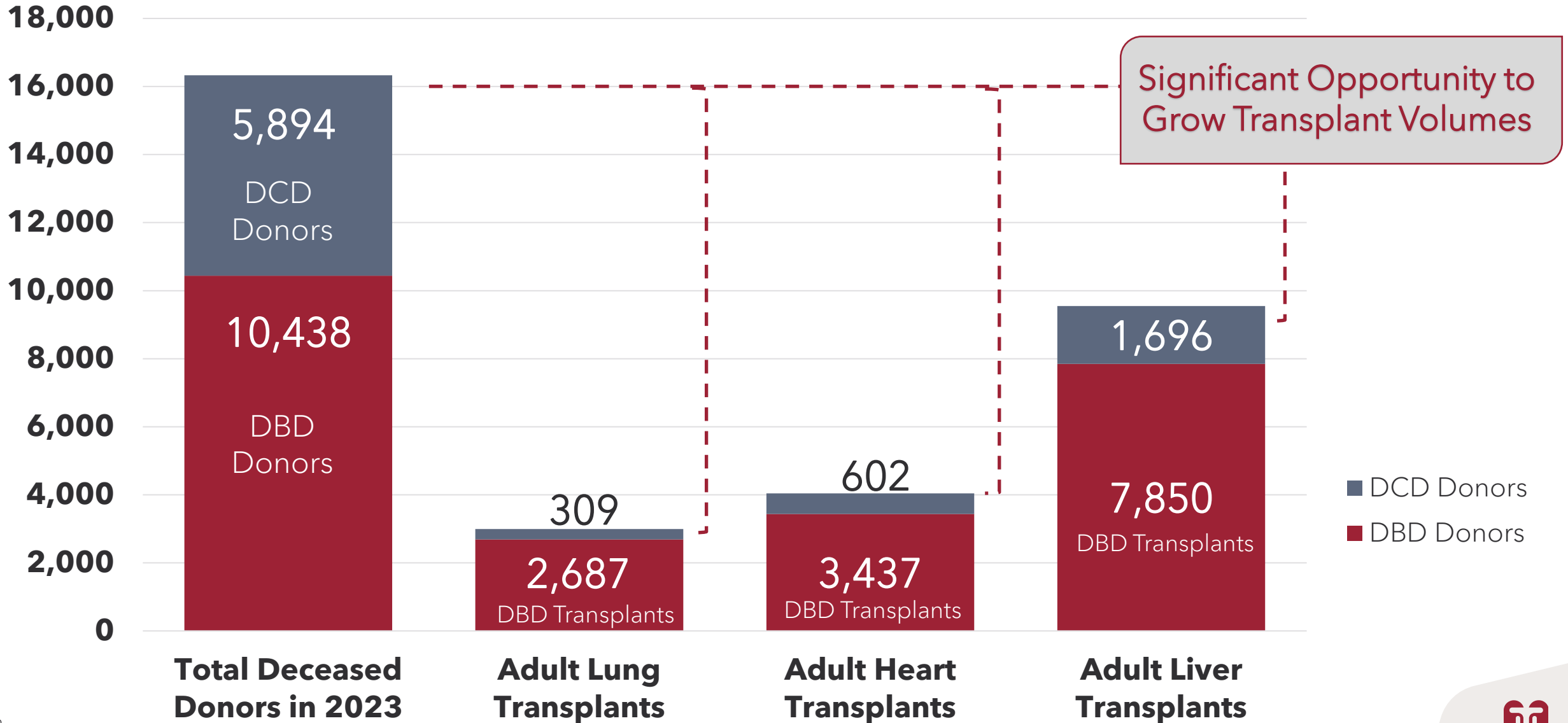
# Historical Organ Preservation Method & Limitations

## Cold Storage



- Severe time dependent injury (Ischemia) – ***Time & distance limitations***
- No organ optimization or improvement capabilities – ***Limits utilization***
- No assessment capabilities – ***Limits utilization & donor pool***

# Severe Underutilization of Deceased Donor Organs



Source: 2023 OPTN US National Data



# TMDX Established a Solid Foundation to Address Transplant Challenges

Developed Another First & Best-in-Class OCS NOP Network

Built Largest Body of Prospective Clinical Evidence in the Market

Developed First & Best-in-Class OCS Technology

# OCS Technology Fundamentals & **Unique Capabilities**

Minimize ischemic damage:  
**Portable oxygenated blood-based perfusion**

Enable ex-vivo optimization and treatment of the organ: **Maintain active metabolism**

Enable clinical diagnostic assessment of the donor organ:  
**Maintain organs functioning outside of the donor body**

**Comprehensively overcoming the major limitations**  
of historical cold storage

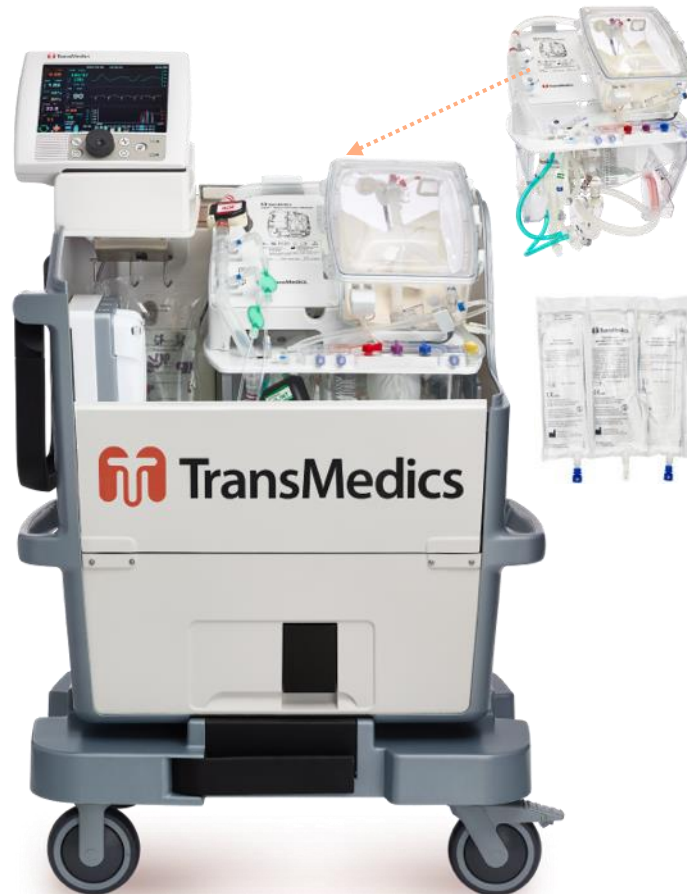


# The OCS™ Multi-Organ Platform

 OCS™ Lung



 OCS™ Heart



 OCS™ Liver



# OCS™ Clinical Evidence - Highest Utilization & Excellent Clinical Outcomes



## OCS™ Lung Clinical Outcomes

**87%** Utilization of historically unused DBD & DCD lungs

**50%** Reduction of severe post-transplant complications



## OCS™ Heart Clinical Outcomes

**81%** Utilization of historically unused DBD hearts

**65%<sup>1</sup>** Lower\* severe post-transplant complications

**95%** Patient survival after DCD donor heart transplants



## OCS™ Liver Clinical Outcomes

**2X** Utilization of DCD livers

**43%** Reduction of severe post-transplant complications









**84%** Reduction in long-term biliary complications



# Developed NOP™ – First National Fully Integrated Program

## National OCS Program



-  **OCS™ Product**
-  **Procurement Surgeons**
-  **OCS Clinical Specialists**
-  **17 Hubs Across the US**
-  **Airplane Fleet**
-  **Pilots**
-  **Maintenance Hub**
-  **Ground Transportation**
-  **24 / 7 Managed by the Logistics Command Center**



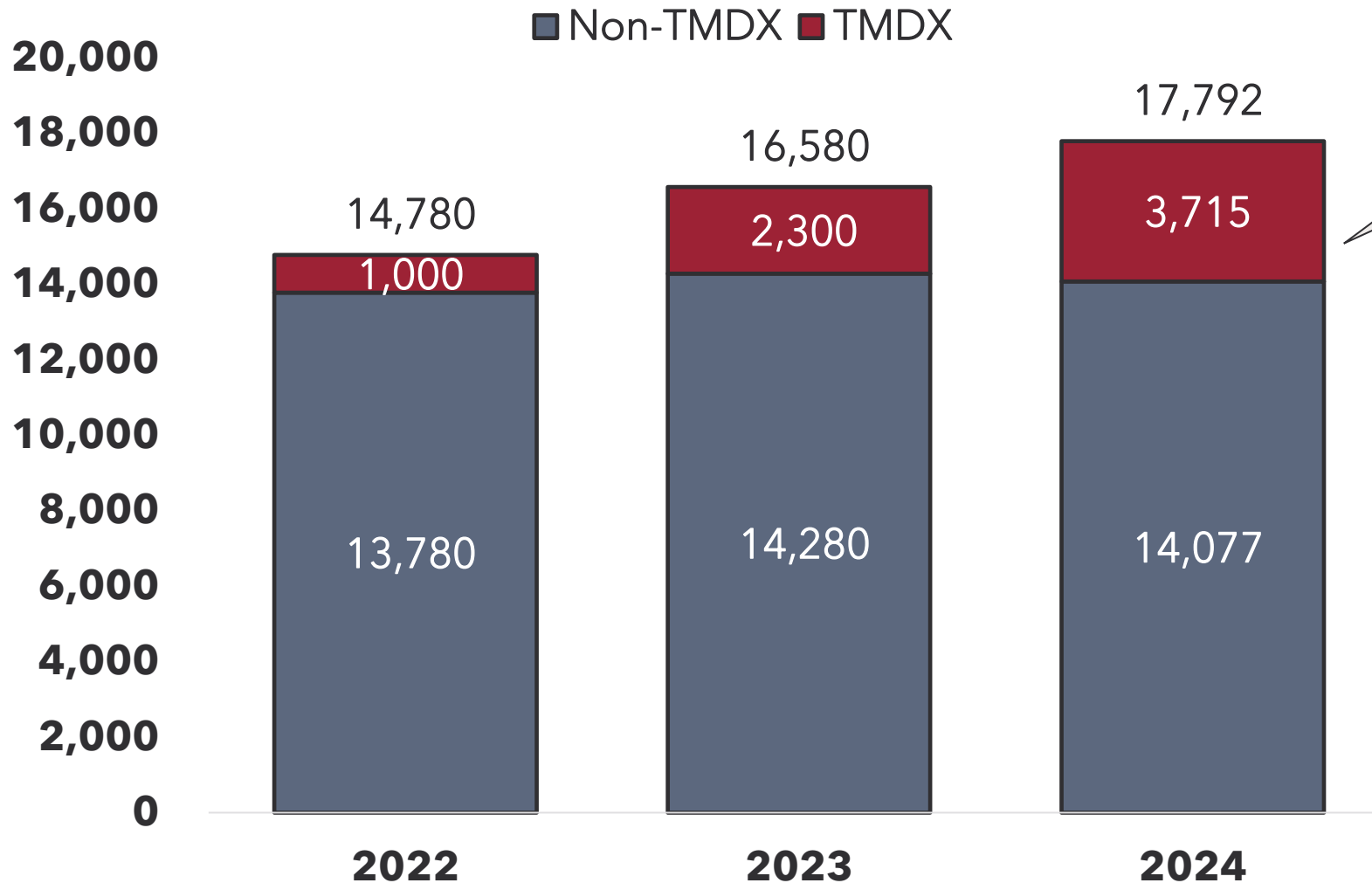
# Impact of OCS NOP on US Transplants

**~7,500 US NOP transplants** performed to-date & growing rapidly

**12%** US national growth in **heart** and **liver** transplant volume **primarily driven by OCS and NOP** 2023 vs. 2022

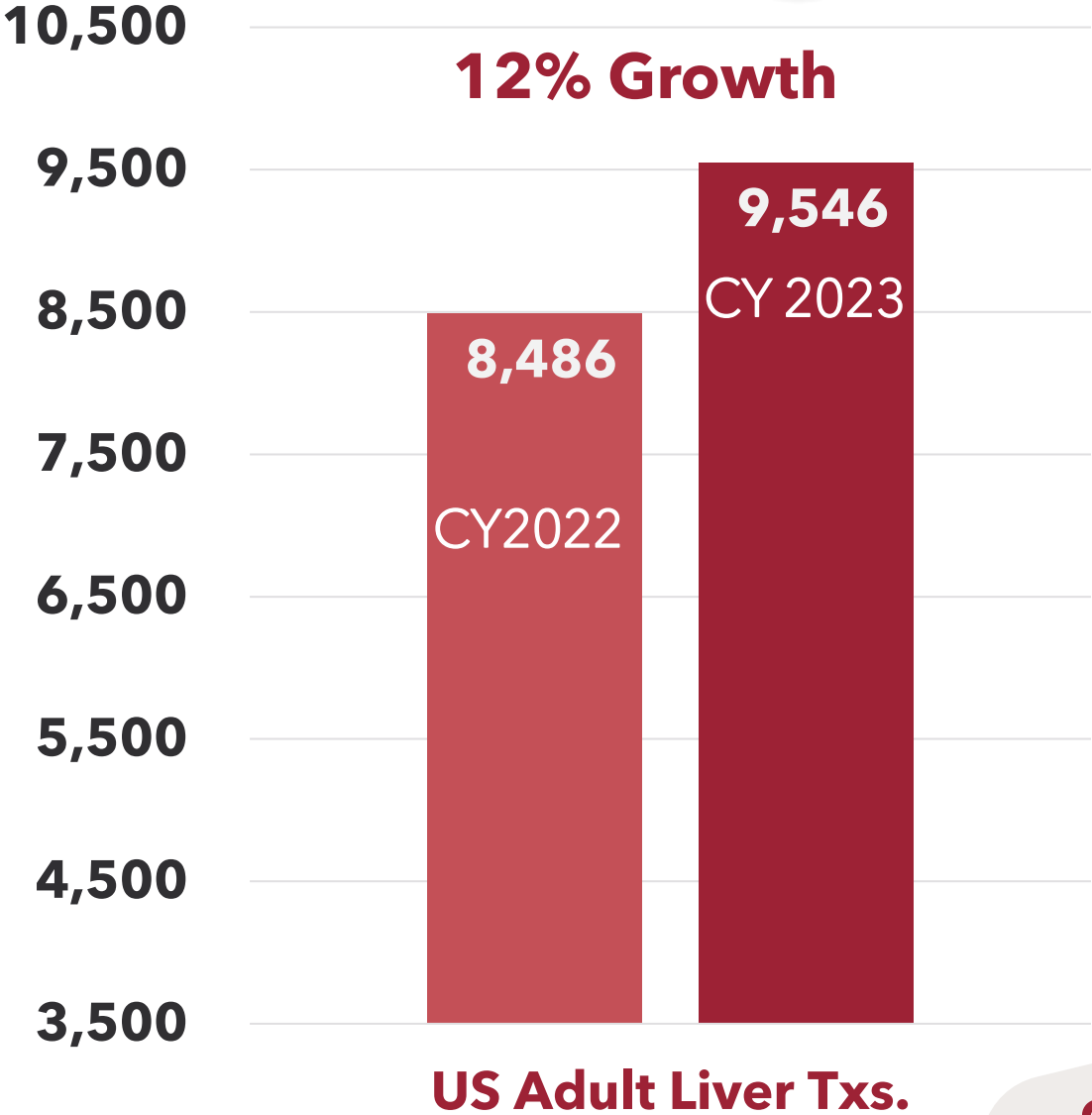
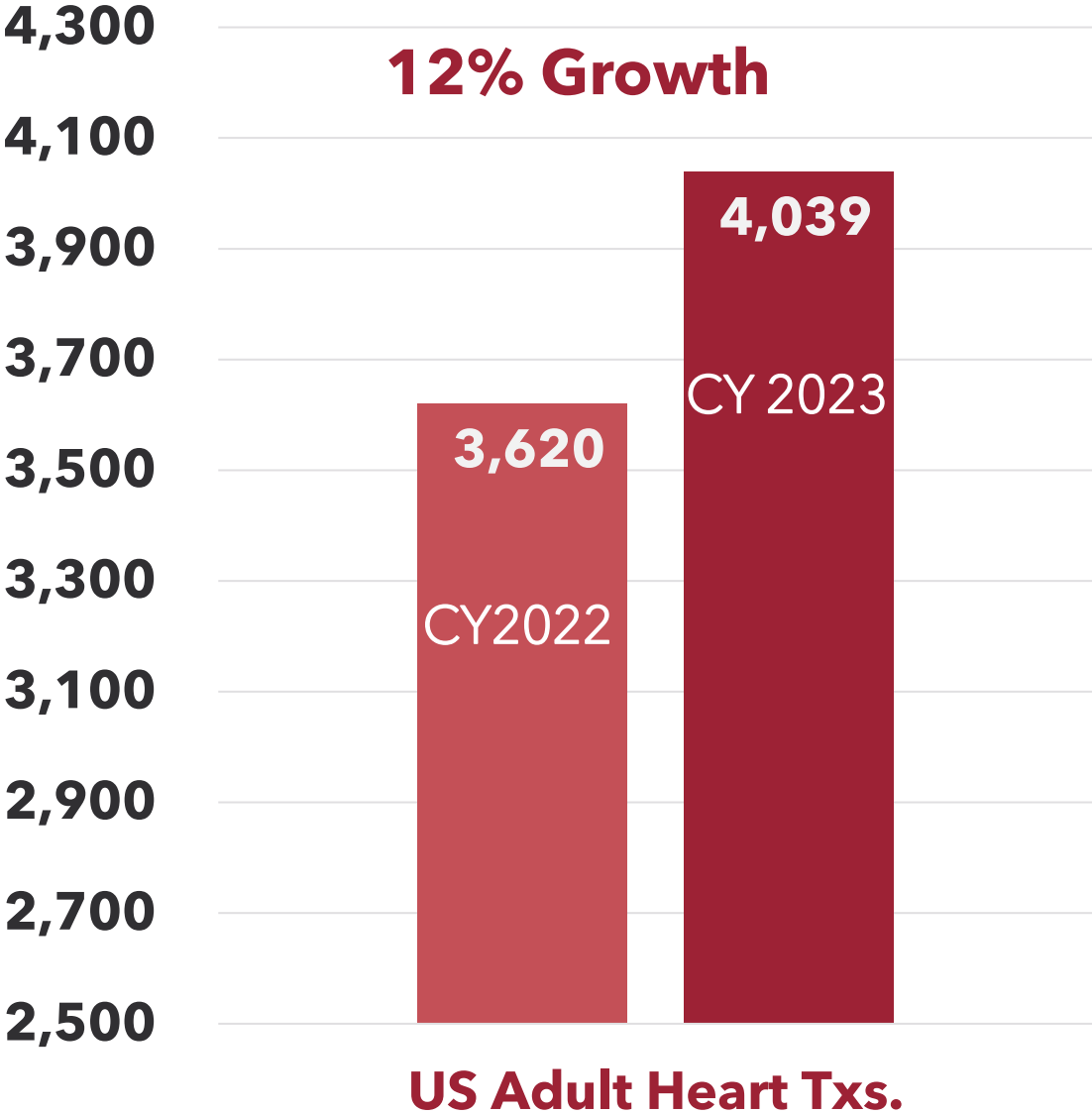
**>76%** of liver transplants became a **day-time transplants** using **OCS NOP**

# TMDX U.S. National Adult Transplant Share – Heart, Lung & Liver

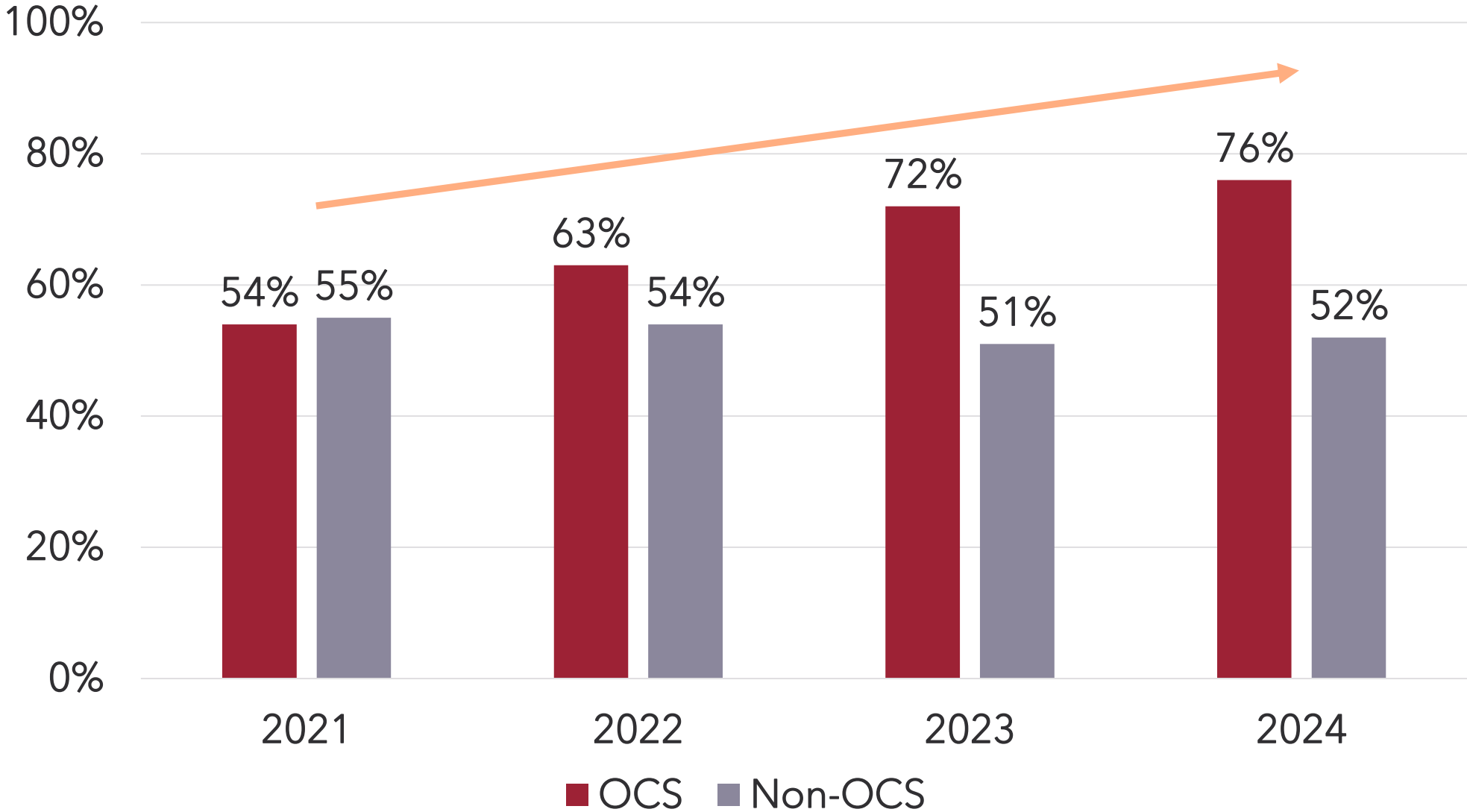


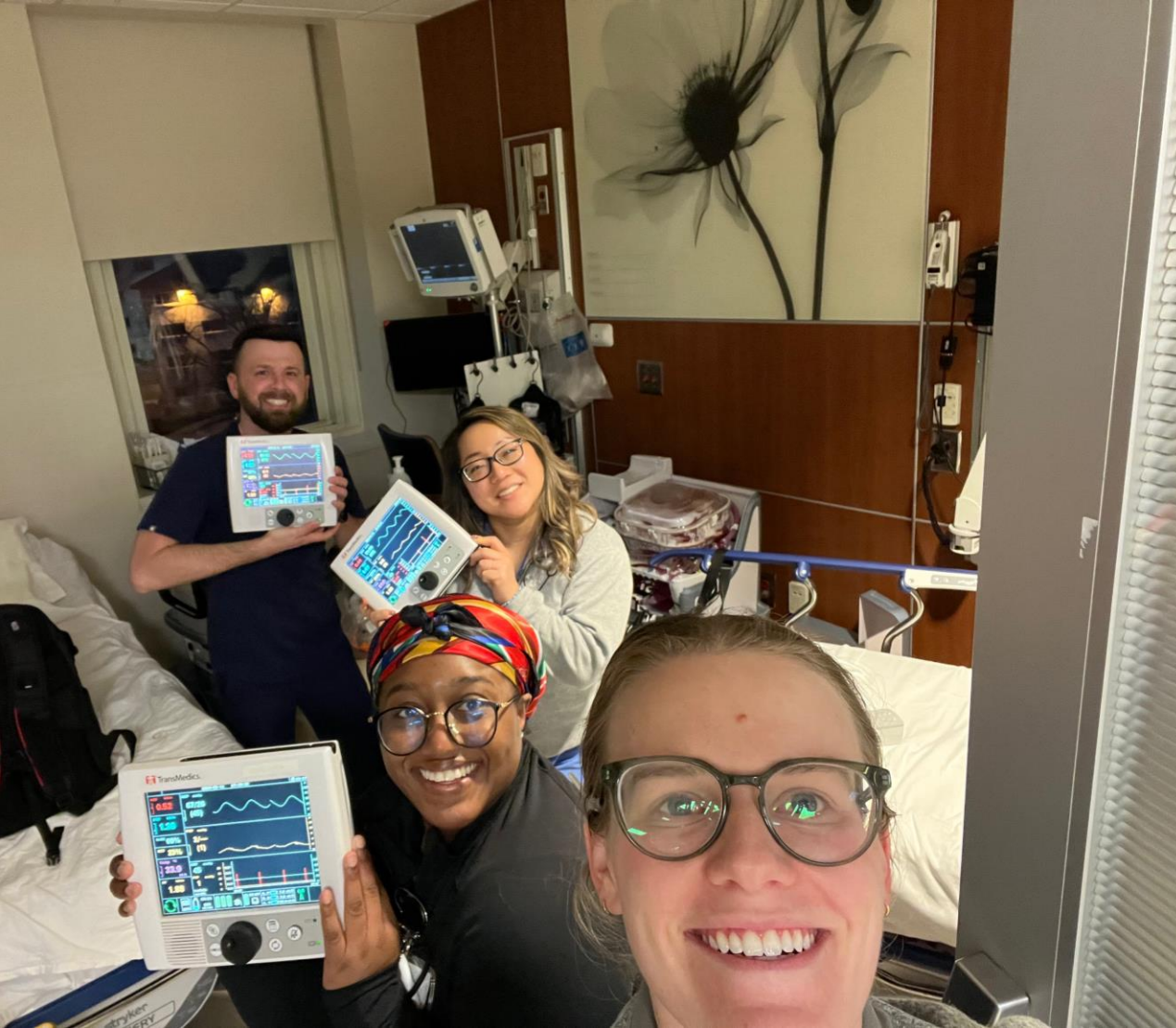
TMDX has been driver of transplant growth

# National US Volume Growth - Heart & Liver Transplants



# Day-Time Liver Transplants - Game Changer





# ***Enabling Multi-Transplants on the Same Day Drives Resource and Financial Efficiency***



# TMDX Growth Strategy - 10,000+ Transplants & Beyond

## **Gear 3**

- OCS Kidney
- Next-Gen OCS
- OUS NOP

## **Gear 2**

- Next-Gen Lung Clinical Programs
- Next-Gen Heart Clinical Programs
- Next-Gen NOP Digital Eco-System
- Leveraging the NOP Network Effect
- Increasing DBD & DCD Liver Utilization
- Crossing the Chasm from Low to High Utilization for Tx. Centers

## **Gear 1**

- Establishing OCS NOP
- Focusing on DCD donor utilization - heart & liver
- Establishing TMDX Tx. Logistics Network

# TMDX Next-Gen Lung & Heart Clinical Programs

Safe Prolonged OCS Heart perfusion – ***Making Day-time Heart & Lung Tx. a Reality***

**Beyond preservation –**  
Enhancing function to ***drive superior post-transplant clinical outcomes for both DBD & DCD Hearts & Lungs***

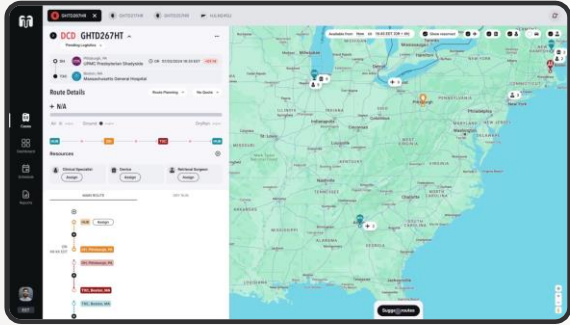
Next-Gen OCS Perfusion Solution

Novel Metabolic & Functional Enhancers

Next-Gen OCS Perfusion Circuit Design

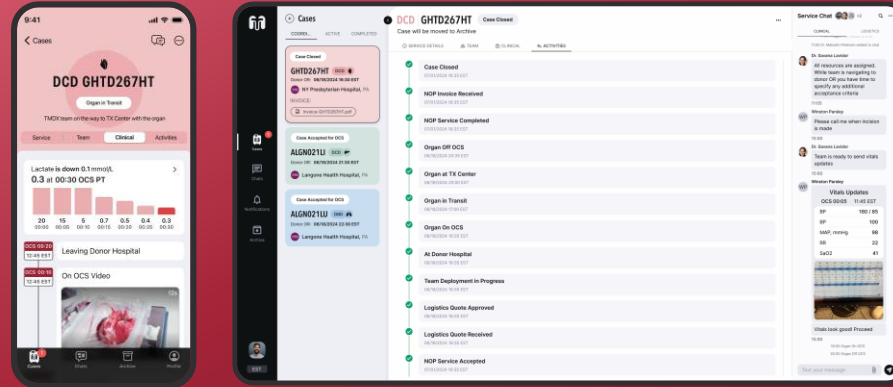
Next-Gen OCS Gas & Ventilation Systems

## Logistics Optimization Engine

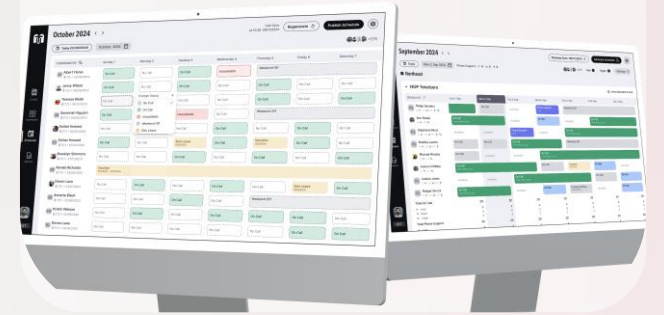


# NOP Connect™

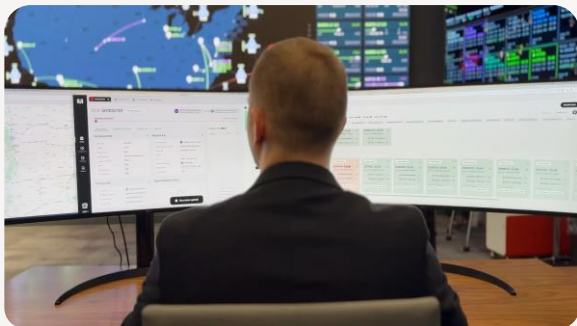
## Transplant Center Portal



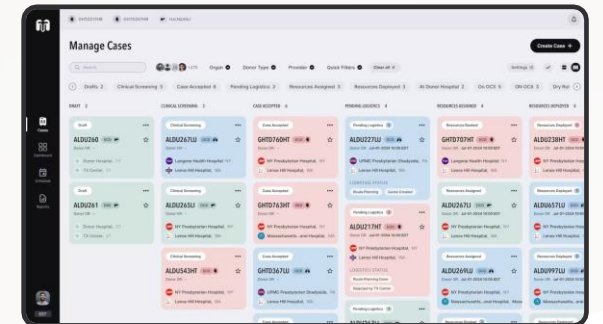
## Automated Scheduling Algorithms



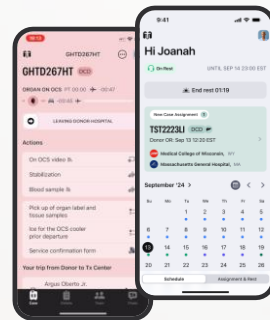
## Command Center



## NOP Case Management Portal



## NOP Surgeon & Clinical Specialist Apps



# Robust Pipeline for TMDX Growth - Beyond 10,000 Transplants

2025

2026

2027

2028

2029

Next-Gen OCS Lung

Next-Gen OCS Heart

**Gear 2**

NOP Connect™

OCS Kidney

**Gear 3**

Next-Gen OCS Technology Platform

OUS NOP Program

# OCS NOP – Positive Economic Impact Across the Entire Transplant Continuum

## Pre-Transplant

- Cost of care on waitlist



- Inflow of new candidates



## Transplant Admission

- Transplant Volume



- Post-transplant care costs:
  - EAD
  - Re-op
  - ICU days, LOS
  - Biliary Complications



## Post-Transplant

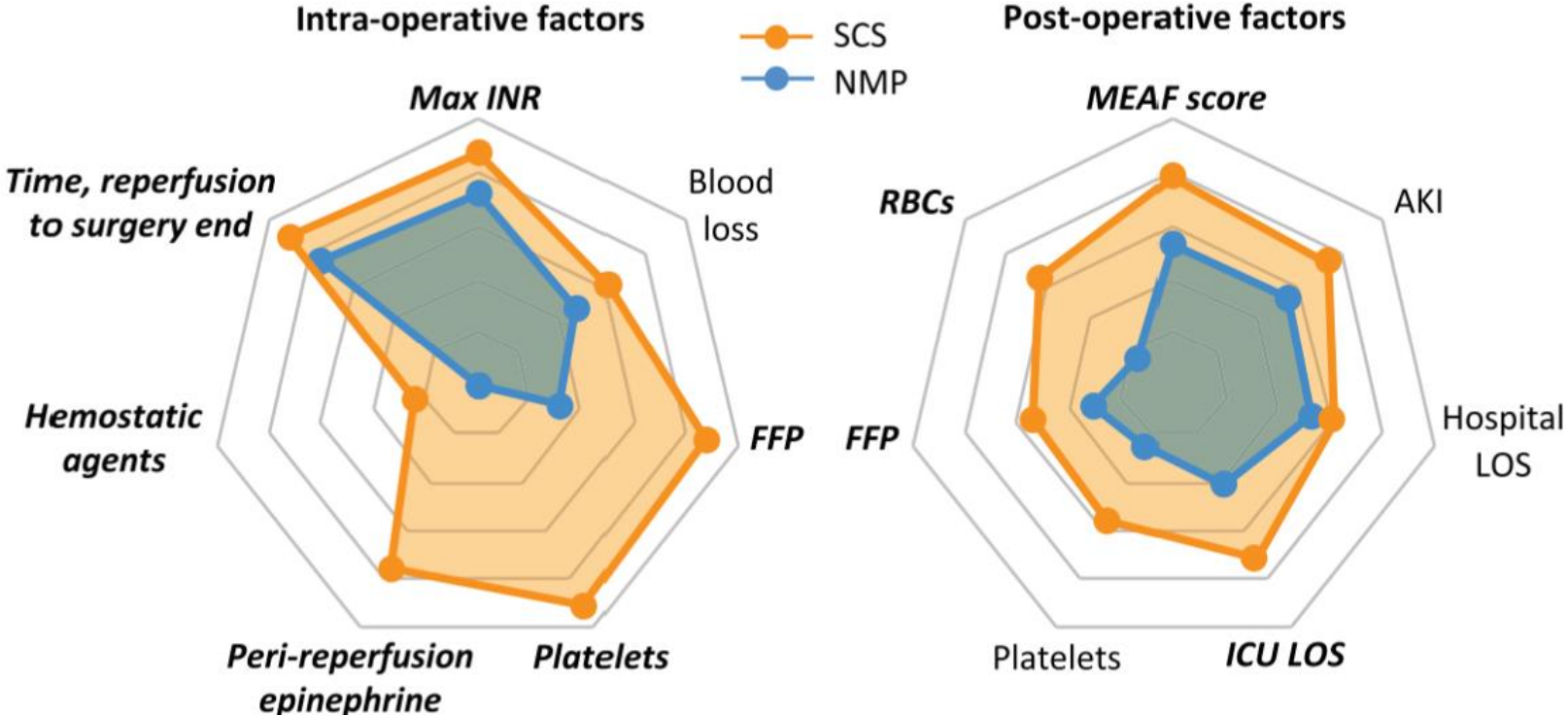
- Re-admissions and re-transplantation



# Real-world implementation of normothermic machine perfusion: A detailed analysis of intraoperative and early postoperative impact

## OCS Liver Economic Impact

Wesley Dixon<sup>1</sup> | Kyle Sheetz<sup>1</sup> | Dieter Adelman<sup>2</sup> | Michael Bokoch<sup>2</sup> |  
 Meghana Reddy<sup>2</sup> | Rishi Kothari<sup>3</sup> | John P. Roberts<sup>1</sup> | Shareef Syed<sup>1</sup> |  
 Sandy Feng<sup>1</sup> | Garrett Roll<sup>1</sup>



Dixon et. al. Clin Transplant. 2023



# TMDX Unique Competitive Advantage

## BROAD INDICATIONS

Multiple Approved FDA PMAs with Broad DBD and DCD indications

## TECHNOLOGY

Technology Customized to Fit in and Optimize Current Workflow

## IP

>400 Issued Patents and Pending Patent Applications Worldwide\*

## NATIONAL OCS PROGRAM (NOP)

Streamline the Process of Organ Transplantation in U.S.

## VERSATILE

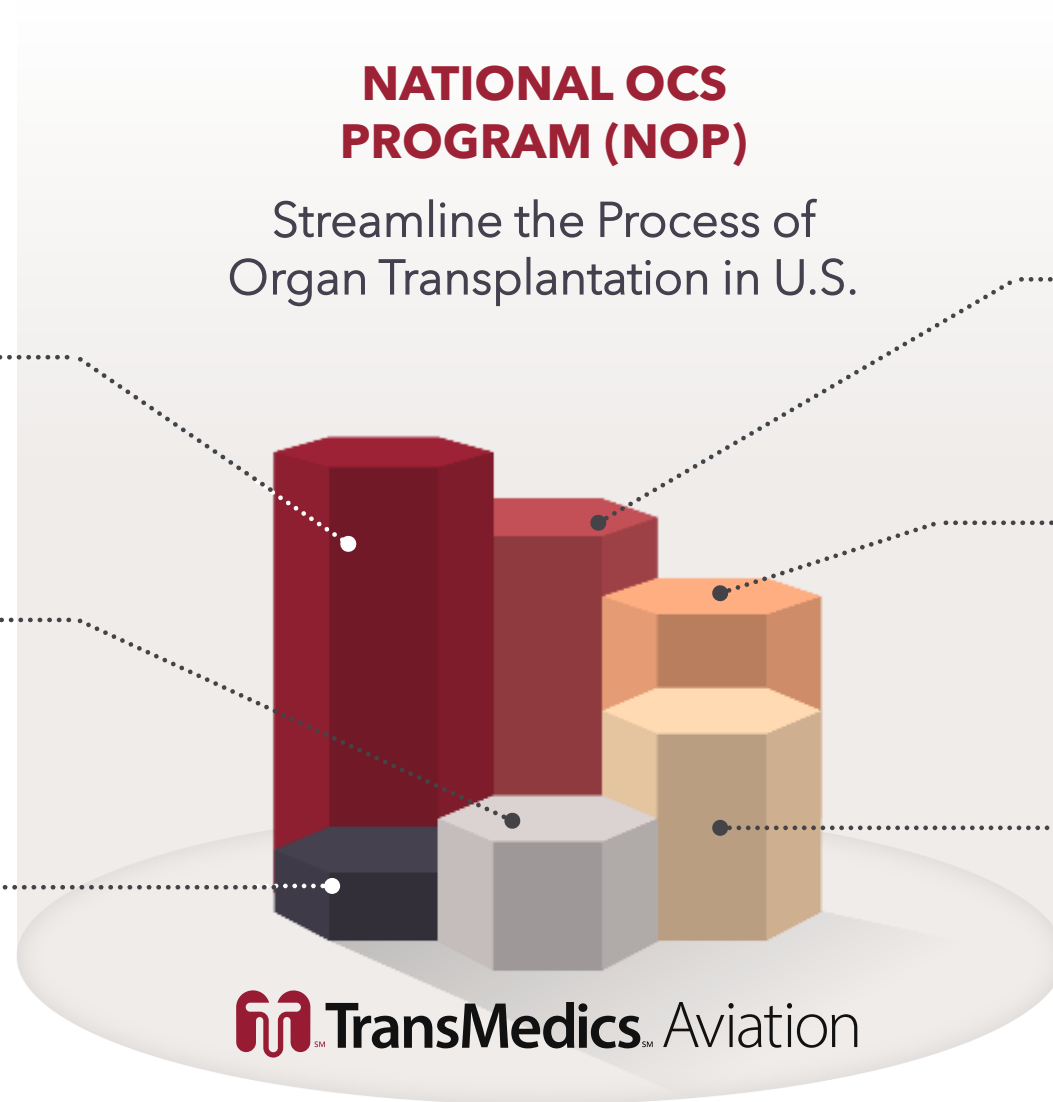
The Only FDA Approved Multi-Organ Platform

## CLINICAL EVIDENCE

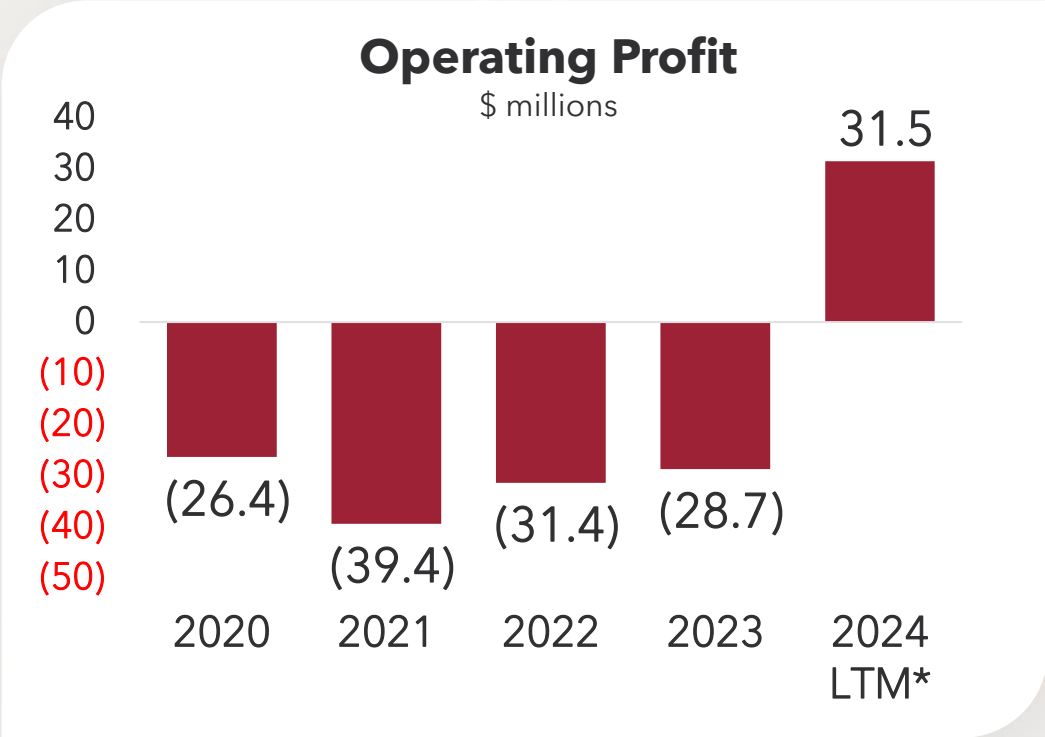
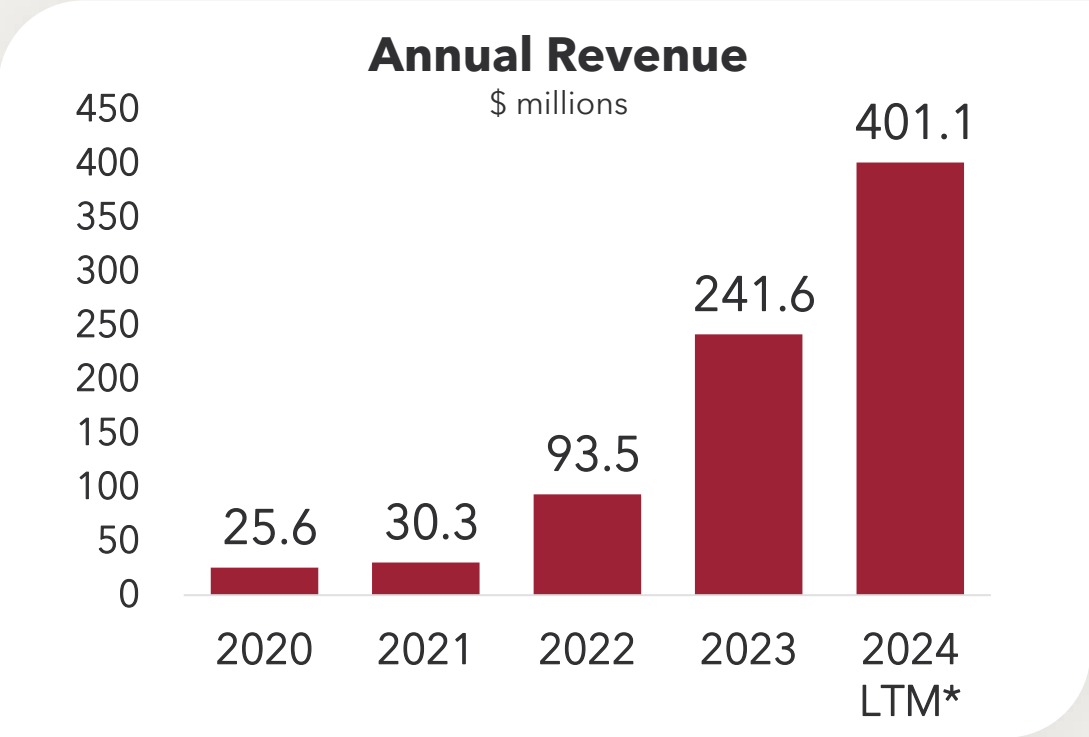
Established Body of Global Clinical Evidence

## GLOBAL PRESENCE

Established Presence at Leading Global Academic Transplant Centers



# Financial Highlights



## Financial Overview

- ~75+% YoY Growth
- **\$330.1 million** Cash Balance as of September 30, 2024

\*LTM - Oct'23 - Sept'24





# TMDX - Significant Growth Opportunity

Disruptive Technology  
with Significant Clinical  
Evidence

Multibillion Dollar Market  
Opportunity

Integral Part of  
Transplant Workflow in  
US

Transforming  
the Standard  
of Care

Established U.S.  
Reimbursement

Unique & Integrated  
NOP & Logistics Offering

Robust FDA Approved  
Indications & Pipeline